

YPPG

NAIOP SAN FRANCISCO BAY AREA
YOUNG PROFESSIONALS
GROUP

The Young Professionals Group (YPG) is a 12-month, 70-hour education, networking, and leadership program offered by the NAIOP San Francisco Bay Area Chapter. **Designed for real estate professionals 35 years of age or younger, the program commences in September of each year.**

Graduate Perspectives

"NAIOP's YPG program gave me the unique opportunity to strengthen my leadership skills and intensify focus on my personal professional development. The program provided impactful tools for career growth while also enabling me to form deep connections with my peers and gain powerful insights from leaders in the industry"

Briana Harney
NorthMarq Capital

"The NAIOP YPG program provided a great introduction to many different areas of the commercial real estate industry, while at the same time learning professional development skills to make me more effective in my own career. I also enjoyed getting to know other professionals at my level and begin to expand my network."

Paul Nash, Esq.
Allen Matkins

Education on a broad range of real estate disciplines. Monthly afternoon sessions alternate between personal/professional development sessions taught by the course facilitator and real estate-related classes taught by industry leaders. Real estate topics are designed to serve as essential background to core real estate career objectives (for example, acquisition, investment sales, land planning, development, construction, capital markets/finance, architecture and space planning, asset management, etc.).

Networking sessions that provide students the opportunity to develop relationships with a peer group who will "grow" in the business together in the ensuing years, providing access to critical resources in a range of disciplines and meaningful connections that will serve them in their career growth.

Access to and training by key decision makers in the commercial real estate industry. These "career coaches" will serve as role models and mentors for the next generation of real estate business leaders.

Leadership training that will allow young professionals to develop the key business skills necessary to help them ascend to leadership positions within their respective firms as well as the commercial real estate industry.

Time Commitment

In addition to scheduled class time, participants are required to spend several hours each month outside normal business hours in preparation for case studies and group activities. An initial orientation session and team building workshop takes place during a weekend in the fall. **Attendance at the orientation session on September 21-23, 2018 and all monthly courses is mandatory for those accepted into the program.**

Selection Process

A maximum of 35 students are accepted annually for each program through a detailed application review process. The application period opens in April with applications due in late June. All applicants are notified of their status in July, and the kick-off orientation retreat occurs in September. Monthly classes are held from October through the following July, with commencement ceremonies in July. Specific program dates will be announced to successful applicants. Applicants must be members of the San Francisco Bay Area Chapter of NAIOP or must commit to join if selected for the program. All students must be sponsored by their employer and both the student and employer are required to participate in tuition fees.

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SAN FRANCISCO BAY AREA CHAPTER



Questions? Call 415-369-9625 or visit www.naiopsfba.org



Thank you for your interest in the NAIOP San Francisco Bay Area Young Professionals Group (YPG)

The YPG program assists in preparing its members for successful careers in the commercial real estate industry by providing them educational sessions across a broad range of real estate disciplines, networking sessions to grow a peer group of the industry's future stars, management training, and access to key decision makers in the Bay Area commercial real estate community.

YPG strives to achieve diversity across all areas including industry specialization, corporate representation, age, gender and ethnicity, which will offer the YPG student an opportunity to strengthen his or her individual skill sets in areas considered vital to the top real estate firms. Program members will be selected by YPG advisors who are NAIOP San Francisco Bay Area Chapter leaders representing various corporations and industry specializations.

Qualifications

- Must be a professional in the commercial real estate industry and a member in good standing of the NAIOP San Francisco Bay Area Chapter. You do not need to be a member to apply, but must join if accepted into the program.
- Should be 35 years of age or younger as of December 31, 2018.
- Must be willing to commit the time, resources and skills required for active involvement in the program including, but not limited to, attendance at all program events. Applicants must obtain explicit support of their employer for this commitment to YPG.
- Must practice high standards of professional and personal integrity.
- Must demonstrate leadership qualities and capabilities as well as positive attitudes.

Required Application Documents & Tuition

- Application Checklist
- YPG Application (includes one-page resume)
- Applicant's Agreement and Commitment
- Employer's Endorsement
- Two Sponsor Recommendations (returned under separate cover)
- Photo (submitted electronically)
- Tuition of \$3,250 (including \$2,750 from the company and \$500 from the student)
- NAIOP Developing Leader membership fees of \$300, if not already a member

Submittal Information (Applications are due by Friday, June 29, 2018)

Apply online at www.naiopsfba.org or by submitting all signed pages of the attached application form to NAIOP San Francisco Bay Area Chapter at admin@naiopsfba.org.

The Sponsor's Recommendation must be submitted directly by the sponsor. Sponsor Recommendation form is also available online or in the attached packet. If submitted by email, please ask your sponsor to make the email subject line "Confidential" with your name. It is to be submitted under separate cover from the rest of the application documents. Information in all applications remains confidential, reviewed only by the selection committee and NAIOP San Francisco Bay Area staff.